

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-04 TRSE-00 CIEP-01 AGR-05 OMB-01

XMB-02 STR-01 SS-15 AID-05 H-01 RSC-01 /049 W

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P 260924Z OCT 74

FM AMEMBASSY BUDAPEST

TO SECSTATE WASHDC PRIORITY 2167

DEPARTMENT OF COMMERCE WASHDC PRIORITY

C O N F I D E N T I A L BUDAPEST 2999

E.O. 11652: N/A

TAGS: BEXP, HU

SUBJ: VISIT OF FOREIGN TRADE MINISTER BIRO

REF: STATE 230213

COMMERCE FOR BEWT TREICHEL

1. HUNGARIAN DELEGATION WILL INCLUDE MINISTER BIRO, DEPUTY MINISTER OF FOREIGN TRADE SANDOR UDVARDI, MFT CHIEF OF PROTOCOL SANDOR SARKADI AND CHIEF OF MFT DIVISION OF OVERSEAS DEVELOPED COUNTRIES EDE SZIKLAI. MFT INFORMS EMBASSY UDVARDI HAS BEEN ADDED TO DELEGATION DUE TO HIS EXPERT KNOWLEDGE OF HUNGARY'S LONG-TERM DEVELOPMENT PROGRAMS. BIRO, UDVARDI AND SARKADI PLAN ARRIVE NEW YORK VIA KLM 641 AND PROCEED TO WASHINGTON ON NA 403 ARRIVING AT 1900. SZIKLAI PLANS TO COME TO WASHINGTON NOV 12 FOR PURPOSE OF HOLDING PRELIMINARY DISCUSSIONS WITH USDOC OFFICIALS CONCERNING BIRO PROGRAM. ENTIRE GROUP WILL LEAVE WASHINGTON FOR NEW YORK ON 2130 FLIGHT NOV 20. BIRO WILL LEAVE US ON AFTERNOON NOV 23 FOR PERU ABOARD LUFTHANSA FLIGHT.

2. MFT INFORMS EMBASSY THAT BIRO PLEASED WITH PROPOSED WASHINGTON ITINERARY AND APPOINTMENTS (PER DEPTTEL 230213). BIRO VERY MUCH HOPES IT WILL BE POSSIBLE TO ARRANGE MEETINGS ON THE HILL AND WOULD LIKE TO MEET SENATOR LONG IN PARTICULAR.

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SUBSTANTIVELY, MFT SEES PROPOSED DISCUSSION THEMES

DIVIDED INTO TWO CATEGORIES. FIRST OF THESE IS TRADE POLICY WHICH WOULD ENCOMPASS BUSINESS FACILITATION, ASPECTS OF NEW HUNGARIAN FOREIGN TRADE LAW, AND ANY ITEMS WHICH MIGHT BE RELATED TO MFN QUESTION. SECOND BROAD CATEGORY WOULD BE TRADE DEVELOPMENT QUESTIONS WHICH WOULD ENCOMPASS THEMES SUCH AS US INDUSTRIES PARTICIPATION IN NEXT FIVE YEAR PLAN AND OTHER MAJOR INDUSTRIAL PROSPECTS. NOT SURPRISINGLY, HUNGARIANS APPEAR PARTICULARLY INTERESTED IN USING WASHINGTON PORTION OF BIRO VISIT TO ATTEMPT TO SETTLE IN PRINCIPLE ANY MFN RELATED BILATERAL QUESTIONS AND THUS PAVE THE WAY FOR EARLY GRANTING OF MFN TO HUNGARY IF ENABLING LEGISLATION FORTHCOMING.

3. MFT HAS REQUESTED USG ASSISTANCE IN ARRANGING NEW YORK PORTION OF BIRO VISIT AND WOULD LIKE TO BE INFORMED WHO FROM COMMERCE WILL ACCOMPANY BIRO TO NEW YORK. ASSISTANCE IS ESPECIALLY DESIRED IN THE MAKING OF NEW YORK APPOINTMENTS. BIRO WOULD PARTICULARLY LIKE TO SEE DAVID ROCKEFELLER OF CHASE MANHATTAN, GABRIEL HAUGE OF MANUFACTURERS HANOVER, AND KENDALL OF PEPSI COLA. BIRO HAS STANDING INVITATION FROM KENDALL WHICH GIVEN TO HIM DURING PEPSI COLA CHAIRMAN'S VISIT TO BUDAPEST THIS SPRING. IN ADDITION TO THESE, BIRO WOULD ALSO BE INTERESTED IN CALLING ON THOSE AMERICAN FIRMS WHICH HAVE HAD ACTIVE BUSINESS CONTACTS WITH HUNGARY IN PARTICULAR CORNING GLASS, DOW CHEMICAL, FMC, AND ATALANTA CORPORATION. OTHER POSSIBLE APPOINTMENTS IN NEW YORK WOULD BE CERTAIN MEMBERS OF THIS SPRING'S EXECUTIVE TRADE MISSION PARTICULARLY UNION CARBIDE, ITT, SPERRY RAND, AND PERHAPS PFIZER. IN ADDITION, SUGGEST MEETINGS WITH REPRESENTATIVES OF GENERAL ELECTRIC, GENERAL MOTORS, WESTINGHOUSE, IBM, CONTROL DATA, BOWMAR, AND ENGINEERING CONTRACTORS SUCH AS KELLOGG AND MC KEE ALSO BE CONSIDERED. FINALLY, BELIEVE IT MIGHT BE DESIRABLE TO WORK INTO PROGRAM US EXPORTERS OF AGRICULTURAL COMMODITIES AND MACHINERY SUCH AS CENTRAL SOYA, RALSTON-PURINA, JOHN DEERE, INTERNATIONAL HARVESTER, STEIGER, AND HOLSTEIN FRIESSIAN ASSOCIATION.

4. TO AVOID OVER PROGRAMMING IN NEW YORK BIRO REQUESTS THAT NO MORE THAN EIGHT INDIVIDUAL APPOINTMENTS BE MADE
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DURING TWO DAY STAY. TO GIVE BIRO MAXIMUM EXPOSURE TO US BUSINESSMEN, BELIEVE IT WOULD BE WORTHWHILE TO CONSIDER HAVING LUNCHEON IN BIRO'S HONOR WITH MANY OF THE ABOVE MENTIONED FIRMS TO BE SPONSORED BY ORGANIZATION SUCH AS US CHAMBER OF COMMERCE OR BUSINESS COUNCIL FOR INTERNATIONAL UNDERSTANDING.

5. MFT ALSO WOULD APPRECIATE KNOWING IF GROUP SHOULD

BRING FORMAL ATTIRE WITH THEM AND IF THERE WILL BE COCKTAIL
OR DINNER CONNECTED WITH SCHEDULED PROGRAM AT KENNEDY
CENTER ON EVENING NOV 19.

6. MFT DID NOT RAISE MATTER OF POSSIBLE CALL AT
BANK. SOCIAL SCHEDULE ACCEPTABLE AS PROPOSED. DID NOT
SUGGEST ANY SPECIFIC NEW AGENDA ITEMS OTHER THAN GENERAL
COMMENTS, PARA 2 ABOVE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 26 OCT 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: shawdg
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974BUDAPE02999
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740308-0456
From: BUDAPEST
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741014/aaaaalay.tel
Line Count: 124
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: STATE 230213
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 21 MAY 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 MAY 2002 by elyme>; APPROVED <12 MAR 2003 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: VISIT OF FOREIGN TRADE MINISTER BIRO
TAGS: BEXP, ETRD, HU, (BIRO)
To: STATE COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005